

Successful Salesman Must Look Healthy, point for an article is to get it associated In the June American Magazine a suc- in the mind of the customer with suc-

eessful sulesman says: "A salesman should look healthy. I success is a point which weighs in favor formed a theory on that point a long of the sale. If the salesman looks proswhile age, and have proved it since then perons, the customer unconsciously or more than a thousand times. At first I subconsciously receives the imprassion didn't know exactly why it was, but now that this prosperity grew out of the ex-I think I have succeeded in figuring out cellence of the article he is selling. The dogy of the thing.

Sani-Flush

keeps toilet bowls spolless and ranitary. 25 Cents a Can The principal local deniess sell it. If your dealer ham't it, and have to get it for you.

nected with the article, that suggests Tel 152-W. subconsciously receives the impression salesman should carry into a store an "In the first place, the best selling impression of success, prosperity and harmony. He should look as if things are 'breaking well' for him, as the saying s. Now the idea of complete harmony sannot be conveyed, as I look at it, with

> Rich Father-Are young Simpson's intentions serious, Marie? Daughter-No; but they will be- He's

running into debt frightfully!-Puck

SOUTH RYEGATE

Miss Jennie Webster, teacher in the grammar room, is spending the week with friends here before returning to her home in Cabot. 'She is at present the guest of Mrs. C. H. Grant. Rev. John Lytle entertained Dr. Smiley

Wednesday and Thursday. Dr. Smiley is moderator of the U. P. synod of New where he will conduct a series of evangel istic meetings. He addressed the C. E society of the U. P. church here Wednes-day evening and Thursday went to Topsham to see Rev. Mr. Lay,

Mrs. J. B. McLam went Friday to Ber lin, N. H., to spend a week. D. H. Eastman of Topsham spent

Wednesday calling on his old friends in South Ryegate. Children's day will be observed in both churches next Sunday morning. Miss Irene Taplin was graduated from

the Newbury high school Friday of last week and is now home for the summer Rev. and Mrs. D. M. McKinlay went

Friday to Newbury to spend the week-end with their son, Dr. McKinlay. Frederick Samuelson and George Mc-Donald have finished their first year's work at the Wentworth institute, Bos-

Miss Marie Darling returned Saturday sister, Mrs. G. C. Cowan, at Montpelier. Dewey Darling is home for a short time from the Harvard dental college before going to Bethlehem, N. H., where he has employment as chauffeur for an auto

W. F. Dole of Danville and Walter Kit-

on, and are home for the summer.

tredge of Walden were guests of Mr. and Mrs. H. T. Brown Saturday and Sunday. Raymond Beaton returned Tuesday rom a short business trip to Boston. Mrs. Gardner Boyd and daughter, Grace, went Saturday to Heath, Mass., to join Mr. Boyd, who left town three weeks ago. Mr. Boyd has accepted the position of superintendent of schools in Heath, Mass., for the coming year. During their year's stay in South Ryegate, Mr. and Mrs. Boyd have made many

Mr. and Mrs. F. J. Tewksbury and their two daughters spent Sunday at Bradford with Mr. and Mrs. Burnside

warm friends, who sincerely regret their

Much sorrow is felt by the entire community at the sudden death of Mrs. Harley Roberts at Newbury Tuesday. Mrs. Roberts was the daughter of Mr. and Mrs. T. H. White of this place. She leaves a husband and three small children. The funeral was held here Friday afternoon in the Presbyterian church, Rev. S. T. Simpson officiating.

Elmer Hilliard, B. E. Wilson's assistant in the creamery, has been laid up for several days with an abscess on one hand and Monday was obliged to go to his Chamberlain is assisting in the creamery during Mr. Hilliard's absence.

Gustavus Rabaioli was in St. Johns bury last week doing jury duty at the county court. He returned Friday. J. A. McAllister acted as clerk in Terry's store during his absence.

Mrs. Ernest Ingram and daughter, Eve-lyn, went Wednesday to Lowell, Mass., where they will spend some time with friends. Mr. Ingram is boarding at L. E.

mouth, N. H., to attend the wedding of ka-Sniatyn line to the west for a short Mrs. Young, who came up from Portsher niece, Miss Doris Ingraham, and was distance. She was accompanied by her husband, the situation is unchanged. went to Hanover on the evening train to Miss Young returned Thursday to South Ryegate, where she will remain during her mother's stay at the hosnital her mother's stay at the hospital.

Prof. L. H. Meader of Providence, R. 1. was in town Thursday to see his aunt, Miss Mary Colburn, who has been ill for the past month with heart trouble. As British and French Governments Studysoon as Miss Colburn is able, she will go to Providence to make her home with her

Miss Janie Heartz goes Monday to work in the family of A. K. Willey. Mrs. Janie Williams and three children of Prince Edward's Island is visiting her sister, Mrs. J. L. Heartz, Mrs. Williams will go soon to Tip Top house on Mount Moosilauke, where she has been engaged as cook for the summer season. Miss Mary Heartz will go with her aunt and work in the same hotel. Roland Green and Miss Mary Hartz

school Friday. The graduating exercises of the gram mar room of the village school were held FRENCH PARLIAlast week Friday evening in Gibson's hall and were much enjoyed by the large number present. The graduates were Norman Bone, William Lindsey, Cecile and Roberta Brock, Janie and Edna Heartz, Marguerite Crowe, Marion White First Time Since Hostilities Began the and Dorothy Grant. All took part in u creditable way, special praise being due Miss Cecile and Miss Roberta Brock, Miss Janie Heartz and Miss Dorothy Grant. After the exercises there was promenading until 12 o'clock. Ice cream and cake were served.

NORTH MONTPELIER

Charles Ainsworth has nished work at the mill and is working for George L. Pray in the store. Mr. and Mrs. William Hersey of Burington were recent visitors in town.

Mr. Fegg of Berlin, N. H., was in town Tuesday on business. Harold Pearsons came home from the Mary Fletcher hospital Wednesday

Mr. and Mrs. Robert Boyce of Elmore were in town Thursday. Mrs. Emma Chapin was a visitor in

Montpelier Thursday. Elmer George is working in the finish ing mill for the Little Mfg. Co.

MARSHFIELD.

neavy trucking at reasonable rates, operative, Two 2-ton auto trucks at your service. cess. Everything, even remotely con- Vermont Trucking & Sales Co., Barre,



Oriental Cream

FERD, T. HOPKINS & SON, New York City

DRIVE STILL UNCHECKED

York, and was on his way to Ryegate, 14,000 More Teutons Taken by Russians in Big Drive

> RUSSIA'S PRISONERS NOW NUMBER 164,000

> Evacuation of Czernowitz Appears to Have Taken Place or to Be Imminent

Petrograd, June 17 .- The Russians, continuing their offensive along the Austrian front from the Kovel region to the to Orleans, having spent a three weeks' trian front from the Kovel region to the vacation with her father here and her river Pruth, have taken an additional 14,000 prisoners, it was officially unnounced here yesterday. This brings the total of prisoners up to 164,000.

London, June 17 .- There is no official confirmation of the capture of Czernovitz, but the Russians are now driving westward toward Stanislau in an effort to cut the Austrian communication between Lemberg and all southern parts of

the line. If the Russians are successful, the Austrian Czernovitz army will either have to stand its ground or retreat through the Carpathians and down onto the plains of Hungary. For the Russians to reach and occupy the rich farming country of the plains would be a serious blow to the central powers, now practically dependent on the coming harvest for enough food to enable them to continue the war. Reports from Berlin, Petrograd and Vi-

enna make it patent that the Austrians have stiffened their defense. This is most apparent in the sector directly east of Lemberg, though also noticeable in the Stanishu region.

The Russians continue to advance steadily in the indentation they have made in the line at Lutsk. The most decided gains are along the line of the Rovno-Lutsk-Kovel railroad, with Kovel the goal. Its capture would be a more decisive blow than the taking of Czerno-

Vienna's Latest Report.

Vienna, June 17 .- The official war bulletin issued here Thursday night reports home in Orleans to recuperate. Herman another repulse of the Russians north of Czernovitz, but admits that the czar's troops are sweeping around to the west of the city, having crossed the Horodenka-Sniatyn line in the direction of Kolomea. The statement also announces a repulse of the Russian force which is striving to reach Kovel, the important railroad junction southeast of Breat-Litovsk. It follows:

"South of Bojan and north of Cerno vitz we repulsed the Russians and frustrated an attempt to cross the Pruth. "The enemy has crossed the Horoden-

taken seriously ill, went Monday to Han-Wisniowozyl. South and west of Lutzk

her daughter, Mabel, and the nurse who both sides participated in the fighting. "Near Lokatchi dismounted cavalry on Between the Royno-Kovel railway and be present at Mrs. Young's operation. Kolki fresh enemy divisions attempted at Miss Young returned Thursday to South several points to cross the Stokhod river

EXAMINING IT.

ing American Note.

London, June 17 .- Sir Maurice de Bunsen, under secretary of the foreign office and formerly British ambassador at Vi-enna, made the following statement to the Associated Press yesterday regarding the American note protesting against interference with neutral mail:

"The note is being examined by the British and French governments in consultation. The views of the French government have not yet been received in London, therefore, it is impossible to were graduated from Wells River high make any public pronouncement upon the contents of the note."

MENT IN SECRET WAR SESSION

Chamber of Deputies Deliberated Behind Closed Doors.

Paris, June 17 .- For the first time during the course of the war the Chamber of of such sittings had been passed, 412 to

The purpose of the secret sessions is the discussion of a number of interpellations concerning the conduct of the war, particularly the defensive measures taken at the beginning of the Verdun battle It is expected that the secret procedure will continue for several days.

CONGRESS' DELAY VEXES

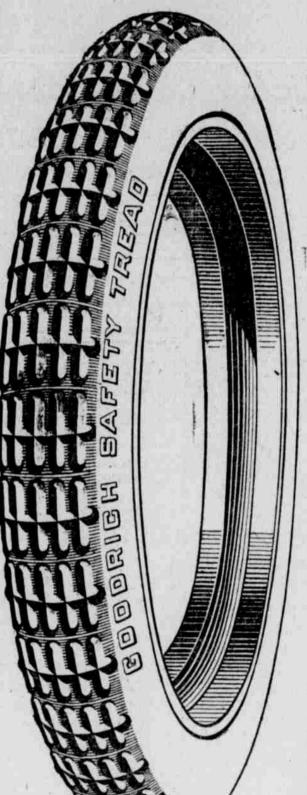
Army Appropriation Bill Still to Pass House and Senate.

Washington, June 17 .- Officials of the war department are beginning to show oncern over the delay on the part of Congress in passing the army appropriation bill, without which the new law increasing the army and providing various Long distance furniture moving and new additional features cannot become

The war department had hoped that the appropriation bill would pass in time to permit the money to become available with the beginning of the fiscal year. July 1, but only Thursday the House committee decided to report the measure favorably. As it must pass the Senate after being acted on in the House it is feared that none of the money will be available in time to relieve the rookies at Plattsburg and other civilian training camps of the necessity of contributing toward the expenses of their trainng or to provide for the expenses of the National Guard maneroves.

Until the money is placed at the disrosal of the denartment nothing can be done toward increasing the recruiting facilities in expanding the size of the

The "Gold-Standard"



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They spring from Conditions which are logical as the Laws of the Uni-

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(SAFETY-TREADS) Ford Sizes -\$13.40 - \$15.45

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Ask your Shoe Dealer or Shoe Repairer, for Textan Soles on your next pair of Shoes.

-Is more Flexible than Leather!
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DRIVE EDITOR OVER LINE.

Mexican Who Attacked United States Government Is Sent Home.

ican residents of Laredo, mostly business men, Thursday afternoon led Leo D. Walker, a Mexican and managing editor of El Progreso, a Mexican newspaper published here, into Mexico at the point eution of Will Orpet added link after of a pistol, and ordered him, under penalty of death, not to return to the United States. El Progreso recently contained editorials attacking the United States secret session after a vote for the holding to cease its publication immediately.



Sample Each Free by Mail

ORPET DEFENSE GETS SETBACK

Killed Girl-Supports Bottle

Clue. Waukegan, Ill., June 17 .- The prosecu-

link yesterday to the chain of circum- seemed despondent. stantial evidence to convict Orpet of Marian Lambert's murder. Step by step ing the course of the war the Chamber of government. The committee also notified it sought to build up, through the tender of the paper the defense must shatter, perhaps only by the testimony of Orpet himself. When court opened yesterday, with

established beyond a doubt:

It would have been only natural, pened to the poison container."

mony late yesterday was considered the ican border Thursday night. strongest evidence for the prosecution. was to be cross-examined again yesterday by the defense in an effort to shatter his statement that science proved Miss Lambert's death due to cyanide i a liquid form-not powder, as the defense has contended. Members of the "eighteen bunch," a

pondent a few days before her death, that is ever needed to give vas mistaken.

was vacant, too. She was testifying to liniment for pain of all kinds.

save Orpet when the final examinations were conducted and was not graduated. "I was the only girl that ever really knew Marian," Miss Davis said yester-"What I told on the stand was Laredo, Tex., June 17.—Thirty Amer- Expert Testifies that Liquid Cyanide true. Marian did threaten suicide. Now day. the other girls are sore at me because they think I betrayed a chum." The defense has discovered another

witness in Miss Verne Jackson, another girl chum of Miss Lambert. Miss Jackson said yesterday that Miss Lambert

ROOKIES APPLAUD WOOD.

timony of poison experts, a wall that Plattsburgers Hear the General at Night Meeting.

Plattsburg, N. Y., June 17.-Major nore poison experts ready to take the General Leonard Wood, commanding the stand, Assistant State's Attorney Run-department of the east, visited the camp yard contended that these facts had been of military instruction here Thursday, talking with many of the citizen soldiers. "Cyanide of potassium was adminis- General Wood then held a long confertered to Marian Lambert in a liquid ence with the officers. At night he adorm. No container was found near the dressed the "rookies," who sat on the ground in a semi-circle and frequently that a bottle would have been found applauded his words. He spoke on the near the three caks, where she was found necessity of preparedness and in advodead. We have shown by analysis of easy of camps of military instruction. Marian Lambert's gloves and handker. Among other things he said he hoped chief that she did not carry the poison to see at least 50,000 civilians at the in either. Now, we will let the jury Plattsburg camps next year. The searchdraw its own deduction as to what hap- light company of two officers and thirty-two enlisted men, with the apparatus, Dr. Ralph J. Webster, whose testi- was started by special train for the Mex-

444444444444444444444444444444 Women Get Relief

******************* It is unnecessary for you to suffer Members of the "eighteen bunch." a slub of girls who were Miss Lambert's chums, were in the court room yesterday, waiting anxiously for their chance to testify for the state that Josephine the state that Josephine to testify for the state that Josephine the state th with neuralgia or pains in the face and as mistaken.

The "bunch" was released from the derfully soothing, creamy Described township high school yester. Hinlment that does not stain or day, most of them by graduation. The blister and is positively pure, clean exercises were conjucted Thursday night, and casy to use. Ask your drug-marian Lambert would have been gradigist or your neighbor, for Minard's has sated with them if she had lived. Jo- been used in many homes for more ephine Davis' chair on the platform than sixty years as the one dependable